

Consumer Guide to Long-Term Care Insurance 2003-2004



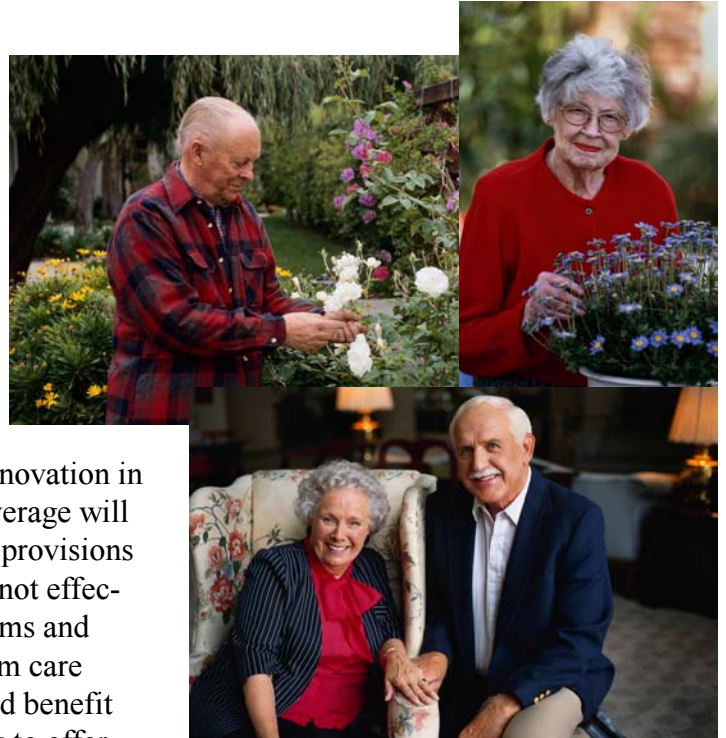
**Kentucky
Department of Insurance**

LONG-TERM CARE INSURANCE IN KENTUCKY

Long-term care insurance first became available about 20 years ago, and since that time more insurance companies have entered the market each year. The growing interest in long-term care insurance, on national and state levels, has led to the enactment of strong consumer protection laws governing the sale and benefits of these policies.

In July 1992, the NAIC (National Association of Insurance Commissioners) Long-Term Care Insurance Model Act added more consumer protections. The model act was developed through the combined efforts of consumer groups, insurance industry representatives and government regulators. Kentucky, along with other states, has worked with the NAIC to develop a new model regulation for stabilizing Long-Term Care insurance rates. The regulation establishes standards for long-term care insurance, generates public interest and protects consumers from unfair and deceptive sales practices. These comparisons of long-term care insurance policies provide flexibility and innovation in determining if long-term care insurance coverage will meet the future needs of consumers. Some provisions are effective January 2003 while others are not effective until July 2003. While many policy terms and conditions are now defined by law, long-term care policies are not “standardized” into specified benefit packages. This allows insurance companies to offer various benefits and provides consumers the opportunity to select the benefits they wish to purchase and the levels of payment that fit their needs. Moreover, the NAIC is continually looking at ways to facilitate the development of better long-term care coverage and help consumers.

Consumers considering such insurance need to be fully informed about all of their options for covering the cost of long-term care. This booklet is also designed to give consumers a broad view of the various plans available in their area and assist in the efforts to determine whether long-term care insurance will meet their needs for the future.



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“We’ve heard about long-term care insurance, but we’re not really sure what it is.”

Long-term care insurance is designed to cover a wide range of long-term care services. If you are unable to care for yourself because of a prolonged illness or disability, long-term care insurance will pay for the kind of help you may need, such as a stay in a nursing home or in-home care.

Why should anyone consider long-term care insurance?

By the time you reach 65, you have a 43 percent chance of spending at least some time in a nursing home. Fifty percent of Americans over age 85 require long-term care. There are more than 504,793 Kentuckians over age 65 or 12.5 percent of the state’s population. Of this number, about 30,000 or 6 percent are in a nursing home. In Kentucky, the average annual cost of a nursing home stay is \$40,000 – and costs will likely continue to rise.*

Many people equate long-term care with a stay in a nursing home, but it’s important to point out that most long-term care is provided at home or in assisted-living facilities or adult day care centers. The cost of in-home and alternative care can be just as hard to afford as nursing home care.

Long-term care insurance gives you more control over where you will live when you need care and could make it possible for you to remain at home more easily. For example, if Medicaid is covering the cost of your care, you will have to go to a nursing home that accepts Medicaid patients. And even facilities that accept Medicaid clients do not have to accept new residents once the required percentage of Medicaid beds is filled. Consequently, you may not have much choice in where you end up. Long-term care insurance can help you control your destination.

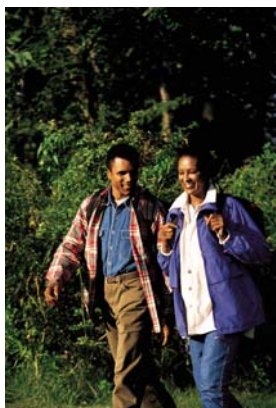
It is unpleasant to think about institutional or home care services until the need for these services arises. Few of us do the planning necessary to meet the cost of such care. As a result, many older people suddenly find themselves facing unexpected bills for long-term care. If preserving your assets for your heirs is a priority for you, then long-term care insurance is one way to protect yourself and your family from the sometimes overwhelming cost of long-term care.

In addition to the financial strain, long-term care can burden family members in other ways. Serving as caregiver for an older relative can be a full-time job. You must decide if your children or other family members will be able to devote the time required to look after you should you require regular assistance or supervision. Do your children live close enough to provide such care? Would one of your children be able to quit his or her job to provide the level of care you might need? Consider such questions as you explore options for covering the cost of long-term care.

If preserving your assets for your heirs is a priority for you, then long-term care insurance might be a wise investment.



* Kentucky State Data Center CHS/DMS/NAIC Shopper’s Guide.



“Besides insurance, what other options do we have for covering the cost of long-term care?”

There are several ways you can cover the cost of long-term care, should you need it. First, you might look into new sources of income to help build savings to cover the cost of care. If you're already retired, you might get a part-time job. If you haven't yet retired, you might want to work a few years longer than you had originally planned. You could also create new income by renting a spare room in your home or selling your home and investing some of the proceeds.

Your home can produce income for you in other ways. You might borrow against the equity in your home or obtain a reverse mortgage. (see details on Page 5).

As an alternative to these options or long-term care insurance, you may be financially able to cover the costs of long-term care yourself. If you're uncertain about your ability to afford long-term care, you might wish to talk to a financial planner about estate planning. Paying out-of-pocket might make sense for people who have sizable assets – enough to afford the cost of a long-term stay in a nursing home. Paying out-of-pocket is also a reasonable alternative for people of modest means, who would quickly qualify for Medicaid.

What portion of long-term care will Medicare and Medicaid cover?

Medicare and regular health insurance do not cover long-term care. Medicare will cover only a short stay in a nursing home for skilled services, subject to Medicare requirements.

For example, when specific conditions are met, Medicare fully covers a stay of 20 days in a nursing home, but only when you need skilled nursing care. After the first 20 days, Medicare pays for only a portion of the skilled nursing care bill for another 80 days. After that, Medicare pays nothing.

Medicare pays only a small percentage of the nation's total nursing home bills. It *does not pay* for custodial or intermediate care, which is the type of care you will most likely need.

Keep in mind, however, that even with long-term care insurance, you will still need Medicare and/or private health insurance because long-term care insurance usually will not pay other medical or hospital expenses.

Medicaid pays for long-term care when you no longer have financial resources to pay your own bills. To become eligible for Medicaid, you will likely have to “spend down” your assets. That means you pay your own bills until your assets fall below a certain level, then Medicaid takes over.

Medicaid covers the cost of care in Medicaid-approved nursing homes only. In some situations, Medicaid will pay for home health care. However, Medicaid is far too complicated to explain in just a few paragraphs. In addition, the rules and regulations that govern Medicaid can change. *The best way to find out if you qualify for Medicaid is by contacting your Medicaid office at 800-635-2570 or your local Medicaid office.*





“Can my home help me pay for long-term care?”

Some people decide to pay for their long-term care by using the value of their homes. *Borrowing money against the equity in your home* is one option you may have for covering some of the premiums for long-term care insurance. However, this is practical only if your home has a high monetary value and if it's fully or almost paid for.

A *reverse mortgage* is another option that also allows you to borrow against the equity in your home. But unlike other home equity loans, you don't have to pay back this type of loan until the last surviving borrower dies, sells the home or permanently moves out. The amount owed cannot exceed the value of the home at the time of repayment, and your heirs are not responsible for repayment. Reverse mortgages can be especially valuable for people who have little cash income, but a fair amount of equity in their homes, and who want to stay in their homes. There are, however, many risks with a reverse mortgage, including the loss of all equity in your home. It is also an expensive way to borrow. Call your bank for more information about these options.

If a plan is tax-qualified, it meets the requirements for special federal tax treatment. The federal government created the Health Insurance Portability and Accountability Act (HIPAA) to address a variety of health insurance issues, including long-term care. A long-term care policy that meets HIPAA requirements might enable you to:

\$ Deduct part or all of your premiums if you itemize deductions.

\$ Keep insurance benefits you receive from counting toward your income.

\$ Deduct long-term care costs not covered by your policy.

All policies sold before Dec. 31, 1997, are considered tax-qualified. Policies issued after that date must meet certain requirements to have the tax benefit.

What does it mean if a policy is tax-qualified?

&

How do I know if my plan is tax-qualified?

A plan should state if it is tax-qualified on the front page of the policy if it was issued after Dec. 31, 1997. Under HIPAA, specific *benefit triggers* (see Page 10) — the medical conditions that make you eligible to begin receiving benefits — make a policy tax-qualified. If your plan is tax-qualified, it will require the following conditions before it will pay benefits:

- Certification by a licensed health care practitioner that you are unable for at least 90 days to perform two or more *activities of daily living* (ADLs) (see Page 9) without substantial assistance due to loss of functional capacity.

- Certification by a licensed health care practitioner that you require “substantial supervision” for protection of your health and safety because of severe cognitive impairment.

In most cases, benefit triggers for tax-qualified policies are more restricted than for non-qualified plans. *Talk to a tax expert or financial advisor before making this decision. State tax benefits are also available.*

In Kentucky, a taxpayer may “exclude any amount paid during the taxable year for insurance for long-term-care as defined in KRS 304.14-600.” KRS 304.14-600 lists the requirements for a policy to be marketed as long-term care insurance in Kentucky. Those requirements do not necessarily qualify a long-term care policy as a federally tax-qualified policy.

“Isn’t long-term care insurance expensive?”

Long-term care insurance *is* expensive. Like many other types of insurance, the older you are when you apply, the higher your premiums will be. Also, disability or illness may make you uninsurable. Besides age, the benefits you choose and the number of years of coverage affect your premiums.



If you buy long-term care insurance, keep in mind that, depending on the type of policy you buy, you may need to pay the premiums for the rest of your life – or until you need to use the coverage. *A long-term care insurance policy is of no use unless you can keep up the premiums!* Some companies offer other payment options that allow you to “pay off” the insurance in 10 or 20 years. Other companies offer a *waiver of premium*, which means that you get to stop paying premiums after receiving benefits for a specified period of time.

The chart below will give you some idea of the cost of long-term care insurance.

Can I really afford long-term care insurance?

The United Seniors Health Cooperative (USHC) advises that long-term care insurance may be right for you if:

- * You have assets of at least \$75,000 (excluding your home and car).
- * Your retirement income at least \$25,000 to \$35,000 a year. USHC cautions, however, this amount may vary depending on the cost of living in your part of the country.
- * You can afford the premiums without undue hardship. (See chart above.) Could you absorb an increase in the premium should that occur?

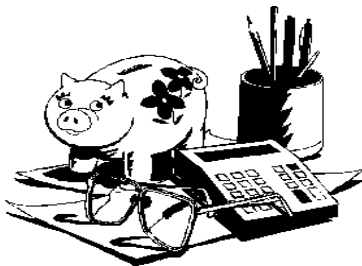
Consider each of these issues, but keep in mind that these are only general guidelines. Your situation is unique. Only you can decide if you can afford long-term care insurance. Only you can make decisions on protecting your assets. The worksheet on **Page 6** can help you evaluate your finances.

Annual Cost for a Long-term Care Insurance Policy

Estimate based on inclusion of home health, inflation protection, 90-day elimination period, and \$115 daily allowance.

Age at time of issue	Per Year Cost Range (based on low and high coverage)
55	\$500 to \$1,500
65	\$1,000 to \$2,500
75	\$2,500 to \$5,000

The wide variance in premiums above illustrates the need to secure bids from more than one company when considering long-term care.



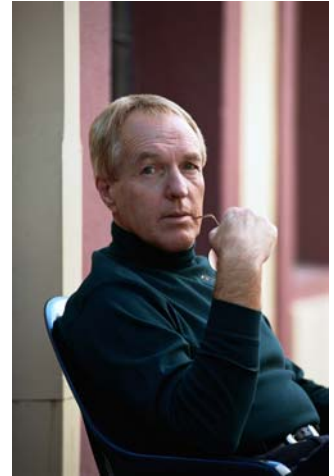
BEWARE!

The least expensive policy may not be the best choice. Insurance companies must collect enough in premiums to cover administrative processes and make a profit. If a policy starts out too low, its premiums could increase in the future.

“What factors affect my premiums?”

Several factors have an impact on the premiums you pay for long-term care insurance. Probably the most important factor is your age at the time you apply. *The older you are when you purchase a policy, the higher your premiums will be.* Once you’ve purchased a policy, your premiums will not increase simply because you get older. However, if the company raises premiums across the board - in other words, for all customers with the same policy - then your premiums would increase.

Kentucky has recently enacted a new regulation to help stabilize long-term care rates. It is still possible that anyone with a long-term care policy may experience at least some increase in premiums in the future.



Another factor that affects your premium is the policy’s *daily benefit* or how much your policy will pay per day to cover long-term care costs. Naturally, companies charge higher premiums for policies that offer higher daily benefits. Simply put, more coverage will cost more money.

The *elimination period* is another factor affecting premiums. The elimination or deductible period is the number of days you must cover the cost of care yourself. For example, if your policy has a 90-day elimination period, you would have to pay out-of-pocket for your long-term care for 90 days before your policy would begin paying for your care. The shorter the elimination period,

Factors affecting premiums:

- \$ **age**
- \$ **daily benefit amount**
- \$ **elimination period**
- \$ **benefit period**
- \$ **inflation protection**
- \$ **additional benefit options**

the higher your premiums will be. Keep in mind, however, that although a policy with a long elimination period may be cheaper in terms of premiums, it might end up costing you more. A 90-day stay in a nursing home could cost you thousands of dollars – and if your stay is less than 90 days, a long-term care policy with a 90-day elimination period pays for nothing.

The *benefit period* also influences premiums. Benefit period is the length of time the policy will cover you. This can be as short as one year or as long as your lifetime or “unlimited.” A longer benefit period means a higher premium.

Why is inflation protection important and how will it affect premiums?

Inflation protection ensures that the policy you buy today will still be able to cover the costs of long-term care 10 or 15 years from now. You may know how much a long stay in a nursing home would cost you now, but what will it cost in the future, when you’ll need the long-term care policy to cover expenses?

Inflation protection automatically increases your benefits each year to help keep up with rising costs. Some companies build the cost of this feature into your premiums from the start. Other companies increase your premiums accordingly, which could mean substantial premium increases. In both cases, inflation protection increases premiums, but not having it could cost you more. A policy that doesn’t pay enough to cover the cost of your long-term care could leave you having to cover the additional costs yourself.

Variations of inflation protection, including simple and compound, are available.

Financial Self-Assessment

Long-term care insurance can be a life-long commitment that can cost you a lot of money each year. Remember, although the premium may be affordable now, it is possible that the premium may increase in the future. A long-term care policy will be of no use if you cannot continue to make the premiums each year.

Do you now receive SSI (Supplemental Security Income) or Medicaid?

☐ Yes ☐ No

If you checked YES, you should *not buy* a long-term care insurance policy.

If you checked NO, complete this self-assessment to see if a long-term care insurance premium is possible on your monthly budget.

1

Monthly Income

Wages	\$ _____
Social Security	\$ _____
Pension	\$ _____
Annuities	\$ _____
Interest/Dividends	\$ _____
Other Income	\$ _____
Total Monthly Income	\$ _____

2

Monthly Expenses

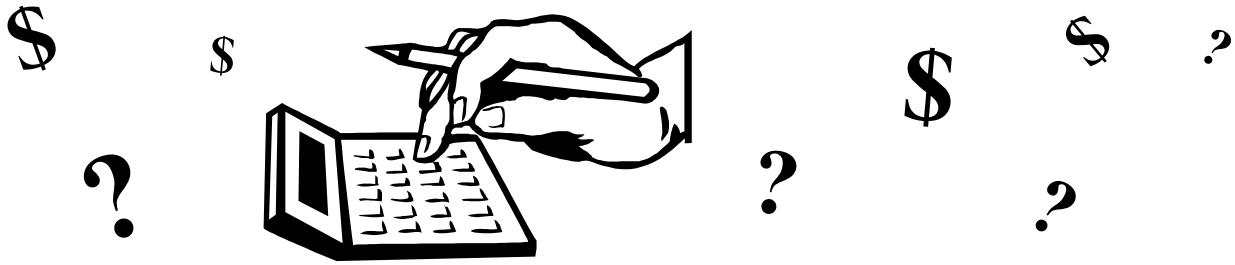
Mortgage or Rent	\$ _____
Utilities (phone, electric, heat, etc.)	\$ _____
Groceries	\$ _____
Auto (loan, gas, insurance, etc.)	\$ _____
Medical & Health Insurance	\$ _____
Taxes (estimated income & property)	\$ _____
Entertainment	\$ _____
Other	\$ _____
Total Monthly Expenses	\$ _____

3

Total Income	\$ _____
(minus) Total Expenses	\$ _____
=	\$ _____

This is how much you might be able to afford for long-term care insurance.

People with substantial assets may wish to buy a long-term care policy, especially if they want to preserve these assets for family members.



Adding it all up: to buy or not to buy

The decision to buy long-term care insurance is a personal one. Only you can decide if it fits in with your financial situation, family dynamics and future concerns. The chart below offers a review of some of the reasons people choose to buy or not buy long-term care insurance.

Reasons people choose to buy long-term care insurance:

- “ They believe they will not be able to afford to pay out-of-pocket for long-term care when the need arises.
- “ They want to protect their assets for their children or other family so “spending down” to qualify for Medicaid is not an option.
- “ They want to be able to have a say in where they live.
- “ They are not sure their children or other relatives will be able to provide the type of care they may need.

Reasons people choose not to buy long-term care insurance:

- “ They believe Medicare will take care of them. (See Page 4.)
- “ Protecting their assets is not a priority, so they are willing to “spend down” to qualify for Medicaid coverage. (See Page 4.)
- “ They can afford to pay for long-term care themselves.
- “ They know their children can provide them with the level of care they will need.
- “ They cannot afford the premium or fear that they will not be able to afford payments in the future.



Rate Increase Disclosure

Beginning January 16, 2003, insurance companies selling long-term care insurance must disclose a 10-year rate increase history for any similar type of long-term care product that the company is marketing to a consumer. This applies to both individual and group products.

New Rate Increase Requirements

Insurance companies writing long-term care policies in Kentucky must meet new rating requirements developed to help stabilize rates. The requirements will be effective on January 16, 2003, for individual policies and on July 16, 2003, for group policies already in force prior to July 15, 2002.

Some Life Insurance Offers Long-Term Care Riders

Many life insurance companies are attaching long-term care riders to life insurance policies. You may find these riders in all life insurance contracts – term, whole life, universal life and variable life. When you use one of these riders, remember the long-term care benefits will decrease the amount of your life insurance coverage and, in some cases, may completely use up your life insurance benefits. If you need life insurance coverage and long-term care benefits, this may not be your best option.



Be aware that this rider will increase the cost of insurance. If you choose a life insurance product with flexible premiums, you will need to be sure you are properly funding the product. If you use minimum funding in a flexible-type contract such as universal life, coverage may become too costly as you reach the age where you are most likely to need the benefits.

If you purchase a policy with an inflation guard, ask your agent if this increases the benefit or results in paying the benefit sooner. Many inflation guards increase the amount of coverage but shorten the period in which you will receive the benefits. Be sure you know what you are purchasing.

Be very careful when you replace a stand-alone long-term care product and a stand-alone life insurance product with a contract that offers both types of protection. Be sure you understand the benefits you are giving up and the new benefits you are receiving.

Also worth considering...

Comparing policies can be confusing. In addition to the information already covered in this booklet, you may want to look for other provisions, including the following:

- ✓ Coverage of all levels of care without restrictions: personal, intermediate and skilled.
- ✓ Waiver of premium after receiving benefits for a period of time, usually 90 days.
- ✓ Spousal discount when both spouses apply for coverage at the same time.
- ✓ Bed restoration benefit. This pays charges for keeping your bed in a long-term care facility when you are absent for short intervals, such as hospitalization.
- ✓ Multiple stays option. You are not required to satisfy a new deductible period for nursing home stays separated by less than six months.
- ✓ Home and community care option. This may be available as a rider to a nursing home policy.
- ✓ Coverage of a medical alert system or other alterations so you can remain in your home.
- ✓ Limited benefits for ambulance transportation to a hospital.
- ✓ Informal caregiver training benefits. Provides limited benefits for training family members how to care for you.
- ✓ Meals on Wheels benefit. Covers meals to be delivered to you at home up to a per day dollar amount when you have home health care benefits
- ✓ Survivorship benefit. This benefit allows a surviving spouse's premiums to be paid up for the life of the policy if the other spouse passes away after having maintained the policy for a specified period of time.



What is an assisted living facility?

Assisted living facilities provide a residential environment for people who need help with the *activities of daily living* (ADLS). These facilities cannot administer drugs although they can provide assistance, such as reminding you to take your medicine. Some long-term care policies require that a facility where you receive care be able to administer drugs. Such a provision would make it impossible for you to receive care at an assisted living facility. In Kentucky, these facilities are certified, not licensed. Some older long-term care policies require that assisted living facilities be licensed before the policy will cover services provided by them. *Make sure you are aware of your policy's requirement in this area.*

If you have questions or concerns regarding this issue, please contact the Kentucky Department of Insurance at 1-800-595-6053.

“I know long-term care insurance gives me more control over where I receive care. What facilities are covered?”

This varies for each policy, so be sure you understand any policy before you buy it. The most frequently covered locations are:

- Nursing homes
- Adult day care centers
- Your home
- Assisted living facilities
- Long-term care facilities

To be covered, you must use the type of care services your policy requires. The four locations listed here are places typically covered by long-term care policies, but every policy is different. Know which locations for services a policy covers before you buy.

Some long-term care policies mention hands-on or standby assistance.

What is the difference between the two?

When a policy refers to “hands-on assistance” it means the physical assistance of another person without whom you would be unable to perform an activity of daily living.

“Standby assistance” refers to the presence of another person within arm’s length who is necessary to prevent, by physical intervention, your injury while you are performing an activity of daily living.

For example, while you may be able to move yourself in and out of bed, if there is a high possibility you may fall while performing this activity, then you would need *standby* assistance. If, however, you cannot get out of bed yourself at all, then you would need *hands-on* assistance to perform this activity. When considering policies, remember that “hands-on” is more restrictive. More information is available in your policy under the definition of “substantial assistance.”





“What do I need to understand about benefit triggers?”

Each insurance policy has certain conditions that “trigger” the policy to begin paying benefits. When your mental or physical condition reaches a specified level of disability, you have met the benefit trigger requirements and are entitled to benefits from the policy. It’s important to know what a policy’s benefit triggers are before you buy. Some policies, such as those that are tax-qualified (see Page 8) have more restrictive benefit triggers. Benefit triggers usually are based on the policyholder’s ability to perform activities of daily living (ADLs). The ADLs, as specified in law, are:

- “ Eating: Ability to feed yourself by bringing food into your body from a plate, cup or table, or by using feeding or intravenous tubes.
- “ Toileting: Ability to get to and from as well as off and on the toilet and perform relevant hygiene.
- “ Transferring: Ability to move yourself in and out of a chair, bed or wheelchair.
- “ Bathing: Ability to wash yourself in the tub or shower, get in and out of the shower, or give yourself a sponge bath.
- “ Dressing: Ability to put on and take off clothing as well as any necessary braces, fasteners or artificial limbs.
- “ Continence: Ability to sustain bowel control and bladder function or perform necessary hygiene associated with a catheter or colostomy bag.

What qualifies a person as chronically ill?

In general, the federal definition of a “chronically ill individual” means any individual who has been certified by a licensed health care practitioner as:

- (i) Being unable to perform (without substantial assistance from another individual) at least two activities of daily living for a period of at least 90 days due to loss of functional capacity.
- (ii) Having a level of disability similar (as determined under regulations prescribed by the secretary in consultation with the secretary of Health and Human Services) to the level of disability described in clause (i), or
- (iii) Requiring substantial supervision to protect such individual from threats to health and safety due to severe cognitive impairment.

Such term shall not include any individual otherwise meeting the requirements of the preceding sentence unless within a 12-month period a licensed health care practitioner has certified that such individual meets such requirements.



— From Public Law 104-191, Subtitle C, Part I
Health Insurance Portability & Accountability Act (HIPAA)



“If we decide to buy long-term care insurance, how should we go about it?”

“A Shopper’s Guide to Long-term Care Insurance,” published by NAIC, suggests you consider the following tips when shopping for a policy:

Shop around. Check with several companies and agents before you buy. Be sure to compare benefits, the limitations of coverage, the exclusions and the premiums. Policies that provide the same coverage may not necessarily have the same premium.

Take your time. Never let anyone pressure or scare you into making a quick decision. Don’t buy a policy the first time an agent comes calling. Ask the agent to give you an outline of coverage summarizing the policy benefits. Compare outlines of coverage from several policies.

Don’t be misled by advertising. Don’t be misled by the endorsements of celebrities. Most of these people are actors who are paid to advertise — not insurance experts.

Be wary of cards received in the mail that look as if they were sent by the federal government. They may actually have been sent by insurance companies trying to find potential buyers. Be skeptical if you are asked questions over the phone about Medicare or your insurance. Any information you give may be sold to insurance agents who will call you or come to your home.

It is rarely necessary to buy more than one policy. One good policy is enough.

Don’t be misled by agents who say your medical history isn’t important. Disclosing your medical history is very important. Make sure you fill out the application completely and accurately. If an agent fills out the application for you, don’t sign it unless you have read it and made sure it is correct. If information about the state of your health is wrong, the company may refuse to pay your claims and can cancel your policy, even though it is guaranteed renewable. Even if you are denied coverage with one company because of your health, don’t give up. Try another company.

Never pay an agent in cash. Write a check and make it payable to the company.

If you don’t receive your policy within 45 to 65 days, contact the company. When you receive your policy, keep it in a convenient place where you can find it, and tell a trusted friend or relative where it is.

Upon receipt, read the policy again and make sure it provides the coverage you purchased. Reread the application you signed. It becomes a part of the policy. If it’s not correct, notify the insurance company right away.

Understand the policies. Make sure you know what the policies cover and what they do not. If you have questions, ask the agent before you buy.

If the agent gives you answers that are vague or differ from information in the company literature, or if you have doubts about the policy, tell the agent you will get back to him or her later. Beware of an agent who claims the policy can only be offered once. Call the company if you cannot get satisfactory answers from the agent.

Some companies sell their policies through the mail, or online, bypassing agents entirely. If you select a policy through the mail, don’t hesitate to contact the company if you don’t understand how the policy works.

Discuss the policy with a friend, relative or financial advisor.

Insurers who issue policies after July 15, 2002, are required to:

- Provide applicants the option to designate at least one additional person to receive notice of the termination of that policy due to non-payment of premium.
- Provide at least a 30-day prior notice of termination for non-payment of premium to the insured and his/her designated representative. This measure is designed to provide information and protection against unintentional termination of policies due to non-payment of premium.
- Allow the policyholder or certificate holder to reinstate coverage in the event of lapse. If the insurer receives proof that a policyholder or certificate holder was cognitively impaired or had a functional incapacity before the end of the grace period and applies for reinstatement within five months, then the policyholder or certificate holder would be permitted to reinstate coverage.

“Anything else I should know about purchasing a long-term care policy?”

You are entitled to a 30-day free look on all long-term care policies. If you decide you do not want the policy after you purchase it, you can cancel the policy and get your money back if you notify the company within 30 days after the policy is delivered. Companies must allow policyholders to cancel within 30 days.

Before switching policies make sure the new policy is better than the one you already have. Even if your agent has switched companies and wants you to switch too, carefully consider any changes you make. If you do decide to switch, make sure your new application is accepted before you cancel the old policy.

If you cancel a policy in the middle of its term, most companies will not return any premiums you have paid. It may be appropriate to switch, however, if you have an old policy with requirements for a prior hospital stay or for prior levels of care, and are in good health and can qualify for another policy.

Be aware that short-term nursing home policies provide benefits for less than 12 months. Short-term policies do not have to meet all of the same requirements as long-term care insurance. A policy must provide benefits for at least one year in order to qualify as a long-term care policy.

Personal Care

Some things to consider when purchasing a policy:

- Does the policy cover all levels of care – skilled, intermediate and personal?
- Are the levels of care defined in relation to the level of skill required, nature of the care and the setting in which the care is delivered?
- What are the requirements that these facilities must meet in order for the long-term care policy to provide benefits? Keep in mind that skilled care is the most comprehensive and extensive level of care. Personal care is the least comprehensive level.

The LTC industry is changing. New types of facilities and treatments are being developed that weren't available in some of the older policies.

- Some policies have an alternate care benefit provision that would provide the insurers with the opportunity to offer coverage for new types of facilities or treatments.
- Personal care facilities typically would not have nurses on staff 24 hours per day, or on staff at all.
- Assisted living facilities or certified adult day care facilities would not have nurses on staff.
- The 24-hour nursing care requirement may be appropriate for skilled or intermediate care.
- Personal care facilities in Kentucky are classified as Long-term Care Facilities and not nursing homes.
- Check to see if your policy covers nursing homes or if it also mentions long-term care facilities, personal care facilities and others. The definition of nursing homes may be defined in the policy to include personal care facilities. Read the policy carefully to see if you have the coverage you want. You can also contact the Kentucky Department of Insurance for assistance.



Definitions

Many of the terms defined in this section appear in the enclosed comparison charts. Others are used throughout this booklet and are included to help you evaluate policies.

Activities of Daily Living (ADLs) - basic daily care needs of individuals, including bathing, dressing, toileting, control of bladder or bowel functions, transferring from bed to chair, feeding and walking.

Adult Day Care - a center that provides care at least four hours per day and three days per week. Adult day care centers that provide social services and assistance with activities of daily living and are certified in this state. Centers that provide health services in addition to social services are state licensed.

Benefit Period - the length of time you are eligible to receive benefits.

Company Rating - the financial rating assigned to insurance companies based on accepted methods of accounting.

Conditionally Renewable - a policy that is conditionally renewable can be non-renewed only for stated conditions other than deterioration of health. Conditionally renewable policies are often non-renewed if all policies of the same form are non-renewed in the state. (Conditionally renewable policies cannot be sold in Kentucky after July 15, 1992.)

Contingent Benefit Upon Lapse - Beginning July 16, 2002, insurance companies must offer a nonforfeiture benefit. If this benefit is declined, then a contingent benefit upon lapse clause must be included in the policy. The contingent benefit upon lapse is triggered when premiums increase above a certain percentage, which varies by age, and the policy/certificate lapses within 120 days of the date of the premium increase. The contingent benefit includes options to:

- Reduce benefits provided by the current coverage without requiring additional underwriting. This will keep premiums from increasing.
- Convert coverage to paid-up status with a shortened benefit period.
- Notify the policyholder or certificate holder that a default or a lapse at any time during the 120-day period will be regarded as an acceptance of the offer to convert. Nonforfeiture benefits provide similar options although the options are available at any time and are not contingent upon a rate increase.

Custodial Care - see "Personal Care."

Deductible Period - same as Elimination Period.

Elimination Period - insurers use different elimination periods to determine when benefits will begin. Some companies state that benefits will begin after services have been provided for a set number of days, determined by the policyholder at the time of application. Other companies begin the period when the policyholder is determined to be chronically ill. If the policyholder does not receive home health benefits every day, this could prolong the date that benefits will begin. Be sure you know what triggers the beginning and ending of the elimination period in policies you are considering for purchase.

Exclusion - any condition or medical expense for which the policy will not pay.

Guaranteed Renewable - the policyowner has a contractual right to renew the policy, but the insurer may increase the premiums on all like policies as a class.

Home Health Care - care received in a person's home. It may include part-time skilled nursing care, special therapies such as speech, physical or occupational, part-time services of a home health aide, or part-time help from homemakers.

Hospice Care - a public agency or private organization that is primarily engaged in providing pain relief, symptom management and supportive services to terminally ill people and their families.

Inflation Benefits - a feature in some long-term care policies which allows the initial daily benefit to increase each year to offset increases in nursing home and/or home health care costs. Specific benefits may vary.

Intermediate Care - care needed for stable conditions which require daily, but not 24-hour, nursing supervision. Such care is supervised by registered nurses or licensed practical nurses and ordered by a physician. Intermediate care is less specialized and requires fewer procedures than skilled nursing care. It often involves more personal care and is generally needed for a longer period of time.

License - all nursing homes are state licensed. Most long-term care policies require the nursing home to be licensed by the state.

Lifetime Maximum Benefit - the total period that benefits are payable. This may be measured in days or dollar amounts.

Medicaid - a joint federal and state program for persons determined to have medical needs and to be financially eligible.

Medically Necessary - a term used in some policies to clarify certain medical needs that must exist in order for benefits to be paid. Many policies do not use this definition. The definition of medical necessity may vary from policy to policy. Some may rely on your physician's opinion while others may make their own determination.

Medicare - a federal health insurance program that includes limited coverage with specific eligibility requirement for long-term care. Benefits for hospice care, home health care and respite care are also provided by Medicare. More information on Medicare is available by contacting the SHIP Medicare information line: 1-877-293-7447. Some publications are online at <http://www.medicare.gov/> including *Medicare & You*.

Noncancellable - this term can be used only when the insured has the right to continue the long-term care policy in force by making timely payment of premiums during which period the insurance company has no right to unilaterally make any change in any provision of the insurance or in the premium rate.

Nursing Care Facility - in Kentucky, skilled and intermediate care now go by one name, "nursing facility care."

Period of Confinement - the first day benefits are paid for inpatient long-term care to the day benefits end.

Personal Care - (often referred to as "custodial care") is very confusing when it comes to long-term care insurance. Each policy will have its own definition. This level of care helps a person perform activities of daily living. It is typically given by people without medical skills. This care includes minimal assistance or supervision with bathing, eating, dressing and other routine activities of daily living. It is less intensive or complicated than skilled or intermediate care.

Pre-existing Conditions Waiting Period - the amount of time a policy must be in effect before it pays for care related to a health problem you had when you applied for coverage.

Premium - the amount of money you will be charged for a policy.

Respite Care - short-term care provided to relieve primary care givers.

Restoration of Benefits - after some benefits are used, full benefits are restored, as if none of the benefits had been used; usually there are some restrictions to this provision.

Return of Premium - some long-term care policies will return a percentage of the premiums paid over the life of the policy if little or no benefits have been used.

Skilled Care - medical care that must be administered by skilled personnel such as registered nurses or professional therapists. This care is available 24 hours per day, is ordered by a physician, and usually involves a treatment plan. Some people need skilled care for only a short time after an acute illness, while others require such care for longer periods. A few who receive such care remain at home with help from visiting nurses. This is the only level of care that may be paid by Medicare.

Underwriting - the process of reviewing insurance applications or obtaining physician statements and other medical information to determine if the insurance company will issue a policy.

Waiver of Premium - premiums are no longer required to be paid after a specified period of time while benefits are being received.

SELECTING A LONG-TERM CARE POLICY

The Comparison Chart in this guide includes companies that responded to a detailed questionnaire sent out by the Kentucky Department of Insurance. The chart compares areas of major interest, but it is impossible to compare all variations in a listing of this kind.



The policies in the Comparison Chart are products that are now approved for sale. **Don't be alarmed if you now own or are later offered a policy that is not listed in the chart.** Policies are sometimes withdrawn from the marketplace and new policies will be approved for sale after this guide is published. Also, companies that did not respond to the survey are not included in the chart. This Consumer's Guide and Comparison Chart will be updated every two years.

Please note that the Comparison Chart summarizes material submitted by the insurance companies. The figures are theirs, not those of the Kentucky Department of Insurance. Some information may be outdated by the time you read this publication. The policy itself becomes the contract between you and the insurance company. The final description of benefits and the premium schedules are controlled by the policy.

Publication of this policy comparison is for informational purposes only. Inclusion of information about a policy in this brochure does not in any way constitute endorsement of a policy or a company by the Kentucky Department of Insurance.

Following is a guide to the information appearing in the Comparison Chart.

1. **Insurance Company:** This column provides the name, mailing address, and telephone number of the insurance company selling the insurance. Consumers can call with general questions or to find an agent in their area.
2. **Product Name and Form Number:** This column provides the name of a specific policy, which is different from the insurance company's name, and the form number the insurance company has assigned to each policy it sells. Be sure that the policy you purchase has the same form number as the policy you evaluate.
3. **Policy Type:** This column identifies whether the policy is a group policy available through an employer, senior citizens group or some other organization that requires membership in or affiliation with the group to purchase insurance, or an individual (IND) policy available to any individual with no group membership or affiliation required.
4. **Insurable Ages:** This column provides the age group for whom the policy may be purchased. An asterisk (*) indicates that restrictions or limitations are placed on applicants age 80 or older and/or that an increased rate is available for high risk applicants.
5. **Pre-existing condition waiting period:** This column explains the length of the policy's waiting period for pre-existing conditions.
6. **Assisted Living Benefits:** This column indicates whether the policy provides coverage for assisted living facilities, and if the coverage is part of the regular policy or is available as a rider.
7. **Elimination Periods Available:** This column identifies the elimination periods (or deductible periods) available for nursing home care. These terms are explained in the "Definitions" section of this guide.
8. **Nursing Home Benefits Available:** The lowest dollar amount to the highest dollar amount of benefits available for nursing home care.

9. **Length of Full Benefits Available:** This column lists the amounts of time benefits can be paid by the policy or the total dollar amount of coverage available.
10. **Other Benefits Available:** This column identifies whether other benefits described in the chart are available. “Yes” means that the benefit is included in the policy. “Opt.” means that it can be purchased as an option. “No” means that it is not available with this policy.

The Inflation Protection column is a bit more complicated. By law, insurers must now offer one of three kinds of inflation protection. In the Comparison Chart, these mandatory options are identified with the letter assigned to each option explained below:

A) This option provides automatic yearly increases of no less than 5 percent of the benefit level in effect just prior to the increase.

B) This option also provides automatic yearly increases. In this option the increases are based on a specified percentage of actual or reasonable charges.

C) This option is not an automatic increase. Instead, the insured is given the option of choosing an annual increase of not less than 5 percent. The insured does not have to provide evidence of insurability. However, if the insured declines to purchase additional benefits in any year, the insurer is no longer required to make the offer.

In addition to the mandatory options, insurers can also sell other inflation protection packages. If other packages are available with the policy, there is the notation of “Yes” or “No”.

Inflation protection is not only difficult to explain in this chart, but difficult to explain in person. Please question your agent thoroughly concerning the inflation benefits available with your policy!

11. **Tax Qualified:** This column identifies whether the policy is tax-qualified under federal standards.
12. **Annual Premium:** To complete this column, insurance companies were asked to quote premium rates for ages 55, 65 and 75 for a policy offering a 20-day elimination period, a 2-year benefit and daily benefit levels of \$60, \$80 and \$100. If that combination was not available, a policy closely meeting that combination was used. The actual plan design is described in the chart. The premiums shown have been rounded to the nearest dollar and do not include any benefits listed as “optional.”

These premiums are not guaranteed. Many factors such as your actual age, your current health and rate changes since this survey was completed will influence the premium you might expect to pay.

It is important to remember that these policies may also contain benefits or restrictions not listed in the guide that affect the amount of premium.

<p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>	<p>Did you know...?</p>	<p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>
<p>A long-term care policy issued to an individual must be either “guaranteed renewable” or “noncancelable”.</p>		<p>A long-term care policy cannot exclude or limit benefits on the basis of Alzheimer’s disease.</p>

Use this breakdown of the Comparison Chart (using a fictitious company)

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Ex. Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available
Acme Insurance 431 Main Street Anytown, USA 55555 1-555-555-5555	Futura 12105/ 12106	Ind	30 to 84	None	included 50% optional 100%	0, 30, 90, or 180 days	\$50 to \$210 per day

Be sure that the policy you purchase has the same form number as the policy you evaluate.

This policy is available to people between the ages of 30 and 84. You know there are no restrictions or limitations placed on applicants 80 or older because there is no asterisk (*) to indicate this.

This policy covers 50% of the cost of assisted living facilities, but you could purchase extra coverage that would pay 100% of the cost.

This shows that this policy is an individual policy available to any individual with no group membership or affiliation required.

This policy has no waiting period for applicants with a pre-existing condition.

Four elimination period options are available under this plan. The shorter the elimination period, the higher the premiums will be.

The plan offers different levels of daily benefits. The greater the daily benefit, the higher your premiums will be.

.....

Did you know...?

A long-term care policy can not require prior hospitalization or a higher level of institutional care prior to payment of nursing home benefits.

to better understand how to compare companies and policies.

Length of Full Benefits Available	Other Benefits Available						Annual Premium			
	Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qual.	Age:	55	65	75
3, 6 or unlimited years	Yes	Yes	Yes	No	A/No	Yes	\$ 60/Day \$ 80/Day \$100/Day (3 year benefit period – 30 day elimination period)	\$180 \$240 \$300	\$456 \$608 \$760	\$1404 \$1872 \$2340

Three benefit periods are available

Inflation Protection, Type A, which provides automatic yearly increases of no less than 5% of the benefit level in effect just prior to the increase. No other inflation protection options are offered.

This plan offers several additional benefits, each of which will increase the premiums.

The plan is tax-qualified

Premiums for three age groups with coverage for 3 years and a 30-day elimination (deductible) period.

Inflation Protection

- A. Increases benefit levels annually in a manner so that the increases are compounded annually at a rate not less than 5%,
- B. Covers a specified percentage of actual or reasonable changes; does not include a specified maximum indemnity amount or limit.
- C. Guarantees the right to periodically increase benefit levels with evidence of insurability, so long as the option has not been previously declined. The additional benefit is no less than the existing benefit compounded annually at 5%,

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART									2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART									
Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
A F & L Insurance Company 1800 Street Road Warrington, PA 18976 800-659-9206 or 215-918-0515	Long Term Care Policy LTC-4	Individual	18 to 99	6 months	Included	0, 20 , or 100 days	\$20 to \$150 per day	1, 2, 3, 4, 5 years or lifetime	Optional	Included	Included	Optional	A and C No other	No	\$60/Day	\$324	\$426	\$1,206
															\$80/Day	\$432	\$568	\$1,608
															\$100/Day	\$540	\$710	\$2,010
															(1 person, 2 year benefit - 20 day elimination period)			
	Long Term Care Policy LTC-5	Individual	18 to 99	6 months	Optional	0, 20, or 100 days	\$20 to \$200 per day	1, 2, 3, 4, 5 years or lifetime	Optional	Included	Included	Optional	A and C Other	No	\$60/Day	\$324	\$426	\$1,206
															\$80/Day	\$432	\$568	\$1,608
															\$100/Day	\$540	\$710	\$2,010
															(1 person, 2 year benefit - 20 day elimination period)			
	Long Term Care/ Home Health Care Policy LTC-7	Individual	18 to 99	6 months	Included	0, 20, 100, 180, 270, or 360 days	\$30 to \$200 per day	Maximum benefits of \$37,500 \$75,000 \$150,000 \$250,000 or lifetime (unlimited maximum)	Included	Included	Optional	Optional	A and C Other	No	\$60/Day	\$2,508	\$3,738	\$7,908
															\$80/Day	\$3,344	\$4,984	\$10,544
															\$100/Day	\$4,180	\$6,230	\$13,180
															(1 person, \$37,500 Maximum Benefit - 20 Day Elimination Period)			
	Qualified Long Term Care Policy QLTC-97	Individual	18 to 99	6 months	Optional	0, 20, or 100 days	\$20 to \$200 per day	1, 2, 3, 4, 5 years or lifetime	Included	Included	Optional	Optional	A and C Other	Yes	\$60/Day	\$318	\$420	\$1,188
															\$80/Day	\$424	\$560	\$1,584
															\$100/Day	\$530	\$700	\$1,980
															(1 person, 2 year benefit - 20 day elimination period)			
	Home Health Care Policy HHC-4	Individual	18 to 99	6 months	Optional	0, 20, 60 or 100 days	N/A	1,2,3,4, 5 years or lifetime	Included	Included	Optional	Optional	A and C No other	No	\$60/Day	\$264	\$330	\$684
															\$80/Day	\$352	\$440	\$912
															\$100/Day	\$440	\$550	\$1,140
															(1 person, 2 year benefit - 20 day elimination period)			
	Shortened Benefit Policy SBP-99	Individual	18 to 99	6 months	Included	0 or 20 days	\$20 to \$200 per day	60, 90, or 180 days	Optional	Optional	Optional	Optional	A and C Other	No	\$60/Day	\$120	\$156	\$468
															\$80/Day	\$160	\$208	\$624
															\$100/Day	\$200	\$260	\$780
															(1 person, 2 year benefit - 20 day elimination period)			
	Hospital/Home Indemnity Insurance HIP-97	Individual	0 to 90+	12 months	Optional	0 days	\$50 to \$300 per day in increments	Daily	Optional	Optional	Optional	Optional	B Other	No	\$50/Day	\$295	\$431	\$572
															\$100/Day	\$515	\$756	\$995
															\$150/Day	\$735	\$1,082	\$1,418
															(1 person, Daily Hospital Benefit - 0 Day Elimination Period)			

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Allianz Life Insurance Company of North America Box 1292 Minnapolis, MN 55440 800-814-8841	FUTURE SELECT PLUS 7-P-Q-KY	Individual	18 to 84	6 months	Included	7, 30, 60, 90 or 180 days	\$50 to \$350 per \$10 increments	2, 3, 4, 5, 8 years or lifetime	Optional	Optional	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period)	\$222 \$296 \$370	\$456 \$608 \$760	\$1,200 \$1,600 \$2,000
American Family Life Assurance Company (AFLAC) 1932 Wynnton Road Columbus, GA 31999 800-992-3522	Tax-Qualified Long Term Care Policy A-27000-KY	Individual	18 to 65	None	Included	None	\$60 to \$200 per calendar year	1, 2, 3, 5 years or lifetime	Included	Not Available	Not Available	Not Available	A No other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 0 day elimination period)	\$317 \$422 \$528	\$590 \$787 \$984	N/A N/A N/A
Bankers Life and Casualty Company 222 Merchandise Mart Plaza Chicago, IL 60654 312-396-6000	Tax-Qualified Long-Term Care Policy GRN240	Individual	18 to 89	None	Included	15, 30, 60, or 90 days	\$40 to \$300 per day	Multipliers of 365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 X daily max amt or lifetime	Not Available	Not Available	Not Available	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 15 day elimination period)	\$154 \$205 \$257	\$358 \$478 \$597	\$1,051 \$1,402 \$1,752
	Tax-Qualified Long-Term Care GRN250	Individual	18 to89	None	Included	15, 30, 60, or 90 days	\$40 to \$300 per day	Multipliers of 365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 X the daily maximum amount, or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 15 day elimination period)	\$244 \$326 \$407	\$509 \$679 \$848	\$1,296 \$1,728 \$2,159
	Long-Term Care Policy GR-N270	Individual	18 to 89	None	Included	15, 30, 60, or 90 days	\$40 to \$300 per day	Multipliers of 365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 X the daily maximum amount, or lifetime	Not Available	Not Available	Not Available	Optional	A Other	No	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 15 day elimination period)	\$157 \$209 \$262	\$365 \$487 \$609	\$1,072 \$1,430 \$1,787

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Bankers Life and Casualty Company (continued)	Long-Term Care Policy GR-N280	Individual	18 to 89	None	Included	15, 30, 60, or 90 days	\$40 to \$300 per day	Multipliers of 365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 X the daily maximum amount, or lifetime	Included	Included	Included	Optional	A Other	No	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 15 day elimination period)	\$252 \$336 \$420	\$524 \$699 \$874	\$1,335 \$1,779 \$2,224
Catholic Order of Foresters 355 Shuman Blvd P. O. Box 3012 Naperville, IL 60566 630-983-4900	Forester Care 2000 FC2000 (KY)	Individual	18 to 89	None	Included	20, 60, 90 or 180 days	\$50 to \$300 in \$10 increments	2, 3, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$229 \$306 \$382	\$445 \$594 \$742	\$1,198 \$1,598 \$1,997
	Forester Care Nursing Home only FCNH(KY)	Individual	18 to 84	None	Included	20, 60 days	\$50 to \$200 in \$10 increments	2, 3, 5 years or lifetime	Not Available	Not Available	Not Available	Optional	A No other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$173 \$230 \$288	\$380 \$500 \$633	\$943 \$1,257 \$1,571
Combined Insurance Company of America 1000 Milwaukee Ave Glenview, IL 60025 800-225-4500	Long-Term Care 14515-KY	Individual	18 to 84	None	Included	20, 90 or 180 days	\$30 to \$250 per day	400; 800; 1,200; 1,600 days or lifetime	Included	Included	Included	Not Available	A No other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 800 day, 20 day elimination period) 50 % Home Health Benefit	204 272 340	420 560 700	1170 1560 1950
Continental Casualty Company CNA Plaza Chicago, IL 60685 800-262-2952	Preferred Solution 1 P1-N0100-A16	Individual	18 to 84	None	Included	0, 30, 90, 180, or 365 days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A and C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period) 50% Home Health Care Included	\$154 \$205 \$256	\$326 \$436 \$544	\$854 \$1,139 \$1,424
	Preferred Solution 2 P1-N0095-A16	Individual	18 to 84	None	Included	0, 30, 90, 180, or 365 days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A and C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period) 50% Home Health Care Included	\$144 \$192 \$240	\$298 \$397 \$496	\$749 \$998 \$1,248

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Continental Casualty Company (continued)	Preferred Solution 3 P1-N0090-A16	Individual	18 to 84	None	Included	0, 30, 90, 180, or 365 days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Not Available	Not Available	Not Available	Not Available	A and C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period)	\$125 \$166 \$208	\$274 \$265 \$456	\$696 \$928 \$1,160
Continental General Insurance Company 8901 Indian Hills Drive Omaha, NE 68124 402-397-3200	Comprehensive Long-Term Care 460	Individual	18 to 89	6 months	Included	0, 30, 100, or 180 days	\$50 to \$300 per day	\$75,000 \$150,000 \$250,000 \$500,000 Lifetime	Included	Included	Included	Optional	A Other	No	\$60/Day \$80/Day \$100/Day (1 person, \$75,000 year benefit - 30 day elimination period)	\$313 \$368 \$422	\$539 \$630 \$721	\$1,333 \$1,545 \$1,757
	Comprehensive Long-Term Care 460	Individual	18 to 89	6 months	Included	0, 30, 100, or 180 days	\$50 to \$300 per day	\$75,000 \$150,000 \$250,000 \$500,000 Lifetime	Included	Included	Included	Optional	A Other	Yes with rider	\$60/Day \$80/Day \$100/Day (1 person, \$75,000 year benefit - 30 day elimination period)	\$313 \$368 \$422	\$539 \$630 \$721	\$1,333 \$1,545 \$1,757
	Basic Long-Term Care 461	Individual	18 to 89	6 months	Included	0, 30, 100, or 180 days	\$50 to \$300 per day	\$75,000 \$150,000 \$250,000 \$500,000 Lifetime	Included	Included	Included	Optional	A Other	No	\$60/Day \$80/Day \$100/Day (1 person, \$75,000 year benefit - 30 day elimination period)	\$209 \$245 \$281	\$359 \$420 \$480	\$889 \$1,031 \$1,172
	Basic Long-Term Care 461	Individual	18 to 89	6 months	Included	0, 30, 100, or 180 days	\$50 to \$300 per day	\$75,000 \$150,000 \$250,000 \$500,000 Lifetime	Included	Included	Included	Optional	A Other	Yes with rider	\$60/Day \$80/Day \$100/Day (1 person, \$75,000 year benefit - 30 day elimination period)	\$209 \$245 \$281	\$359 \$420 \$480	\$889 \$1,031 \$1,172
CUNA Mutual Life Insurance Company 2000 Heritage Way Waverly, IA 50677 319-352-4090	MEMBERS Long Term Care 97-LTC-HHC 1 (KY)	Individual	18 to 85	6 months	Optional	0, 10, 20, 60, 90, or 180 days	\$40 to \$400 per day	2, 4, 6 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$114 \$152 \$189	\$292 \$390 \$487	\$836 \$1,115 \$1,394
Equitable Life and Casualty Insurance Company 3 Triad center Suite 200 Salt Lake City, UT 84180 800-352-5170	EquiCare 2002 2002	Individual	0 to 100	None	Included	0, 30, 90, 180, or 365 days	\$50 to \$250 per day	1, 2, 3, 4 5 years or lifetime	Optional	Included	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period)	\$176 \$235 \$294	\$266 \$355 \$444	\$713 \$950 \$1,188

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
G E Capital Assurance 1650 Los Gamos Drive San Rafael, CA 94920 415-492-7000	Long-Term Care CHOICE 7035B	Individual	18 to 84	None	Included	50, 100 days; 0 day for HC	\$30 to \$250 per day	2, 3, 4, 6 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day	\$254	\$513	\$1,372
															\$80/Day	\$338	\$684	\$1,829
															\$100/Day	\$423	\$855	\$2,286
															(1 person, 2 year benefit - 50 day elimination period)			
Great American Life Insurance Company P. O. Box 26580 Austin, TN 78755 800-771-2142	Facility Only Individual Long-Term Care 1LTCIP0002 (KY)	Individual	18 to 84	None	Optional	0, 20, 60, 90, or 180 days	\$50 to \$250 per day	2, 3, 4, 5, 6 years or lifetime	Not Available	Not Available	Not Available	Not Available	A Other	Yes	\$60/Day	\$225	\$472	\$1,313
															\$80/Day	\$300	\$630	\$1,751
															\$100/Day	\$374	\$787	\$2,189
															(1 person, 2 year benefit - 20 day elimination period)			
	Comprehensive Individual Long-Term Care 1LTCIP0001 (KY)	Individual	18 to 84	None	Optional	0, 20, 60, 90, or 180 days	\$50 to \$250 per day	2, 3, 4, 5, 6 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day	\$317	\$582	\$1,578
															\$80/Day	\$422	\$776	\$2,104
															\$100/Day	\$528	\$970	\$2,630
															(1 person, 2 year benefit - 20 day elimination period)			
	Facility Only Group Long-Term Care 1LTCGP0008	Group	18 to 84	None	Optional	0, 20, 60, 90, days	\$50 to \$250 per day	2, 3, 5, 8 years or lifetime	Not Available	Not Available	Not Available	Not Available	A Other	Yes	\$60/Day	\$163	\$370	\$1,119
															\$80/Day	\$217	\$493	\$1,492
															\$100/Day	\$272	\$617	\$1,865
															(1 person, 2 year benefit - 20 day elimination period)			
	Comprehensive Group Long-Term Care 1LTCGP0001	Group	18 to 84	None	Included	20, 60, 90, days	\$50 to \$300 per day	2, 3, 4, 5, 6, 8 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day	\$203	\$446	\$1,291
															\$80/Day	\$271	\$595	\$1,721
															\$100/Day	\$338	\$743	\$2,151
															(1 person, 2 year benefit - 20 day elimination period)			
Guarantee Trust Life Insurance Company 1275 Milwaukee Avenue Glenview, IL 60025 800-338-7452	Legacy Series (Tax Qualified) G9902-KY	Individual	18 to 84	None	Included	0, 20, 100, 180, or 365 days	\$50 to \$250 per day	1, 2, 3, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$277	\$492	\$1,307
															\$80/Day	\$369	\$657	\$1,742
															\$100/Day	\$462	\$821	\$2,178
															(1 person, 2 year benefit - 20 day elimination period)			
	Legacy Series (Non-Qualified) G9903-KY	Individual	18 to 84	None	Included	0, 20, 100, 180, or 365 days	\$50 to \$250 per day	1, 2, 3, 5 years or lifetime	Included	Included	Included	Optional	A Other	No	\$60/Day	\$292	\$518	\$1,376
															\$80/Day	\$389	\$691	\$1,834
															\$100/Day	\$486	\$864	\$2,293
	Legacy Series (Tax-Qualified LTC Facility Benefits) G9984-KY	Individual	18 to 84	None	Included	0, 20, 100, 180, or 365 days	\$50 to \$250 per day	1, 2, 3, 5 years or lifetime	Optional (under separate policy form)	Optional (under separate policy form)	Optional (under separate policy form)	Optional	A Other	Yes	\$60/Day	\$123	\$263	\$794
															\$80/Day	\$163	\$351	\$1,059
\$100/Day															\$204	\$438	\$1,324	
(1 person, 2 year benefit - 20 day elimination period)																		

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Guarantee Trust Life Insurance Company (continued)	Legacy Series Non-Qualified LTC Facility Benefits) G9986-KY	Individual	18 to 84	None	Included	0, 20, 100, 180, or 365 days	\$50 to \$250 per day	1, 2, 3, 5 years or lifetime	Optional (under separate policy form)	Optional (under separate policy form)	Optional (under separate policy form)	Optional	A Other	No	\$60/Day	\$129	\$276	\$836
															\$80/Day	\$172	\$369	\$1,115
															\$100/Day	\$215	\$461	\$1,394
															(1 person, 2 year benefit - 20 day elimination period)			
IDS Life Insurance Company 70100 AXP Financial Center Minneapolis, MN 55474 612-671-8584	Nursing Home w/ Optional Home Care 30225-KY	Individual	40 to 84	None	Included	20 or 100 days	\$30 to \$200 per day	2, 3, 4 years or lifetime	Optional	Optional	Optional	Optional	A Other	Yes	\$60/Day	\$180	\$360	\$840
															\$80/Day	\$240	\$480	\$1,120
															\$100/Day	\$300	\$600	\$1,400
															(1 person, 2 year benefit - 20 day elimination period)			
	Long-Term Care 30160A-KY	Individual	40 to 84	None	Included	20 or 90 days	\$30 to \$175 per day	2, 4, 6 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$312	\$576	\$1,344
															\$80/Day	\$416	\$768	\$1,792
															\$100/Day	\$520	\$960	\$2,240
															(1 person, 2 year benefit - 20 day elimination period)			
John Hancock Life Insurance Company P. O. Box 111 John Hancock Plaza Boston, MA 02117 800-543-6415	Custom Care LTC-02 KY	Individual	18 to 84	None	Included	30, 60, 90, 180, 365 days	\$1,500 to \$15,000 age 18 to 79 \$100 increments OR \$50 TO 500 age 18 to 79 \$10 increments	2, 3, 4, 5, 6, 10 years or lifetime	Included	Included	Included	Not available	A Other	Yes	\$60/Day	\$207	\$431	\$1,122
															\$80/Day	\$276	\$575	\$1,496
															\$100/Day	\$345	\$719	\$1,870
															(1 person, 2 year benefit - 30 day elimination period)			
	Essential care BSC-02 KY	Individual	18 to 84	None	Included	30, 60, 90, 180, 365 days	\$50 TO 500 age 18 to 79 \$10 increments	2, 3, 4, 5, 6, 10 years or lifetime	Not available	Not available	Not available	Included	A Other	Yes	\$60/Day	\$190	\$398	\$1,028
															\$80/Day	\$253	\$530	\$1,371
															\$100/Day	\$316	\$663	\$1,714
															(1 person, 2 year benefit - 30 day elimination period)			
	Advantage Gold Select LTC-96 KY 9/96	Individual	18 to 84	None	Included	20, 60, 100, 180 days	\$50 TO 500 per day in \$1 increments	2, 3, 4, 6, 10 years or lifetime	Included	Included	Included	Not available	A Other	Yes	\$60/Day	\$287	\$544	\$1,353
															\$80/Day	\$383	\$706	\$1,804
\$100/Day															\$479	\$907	\$2,255	
(1 person, 2 year benefit - 20 day elimination period)																		

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

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Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
John Hancock Life Insurance Company (continued)	Advantage Gold Facility NH-99 KY 4/99	Individual	18 to 84	None	Included	20, 60, 100, 180 days	\$50 TO 500 per day in \$1 increments	2, 3, 4, 6, 10 years or lifetime	Not available	Not available	Included	Not available	A Other	Yes	\$60/Day	\$204	\$454	\$1,134
															\$80/Day	\$272	\$605	\$1,512
															\$100/Day	\$340	\$756	\$1,890
															(1 person, 2 year benefit - 20 day elimination period)			
Kanawha Insurance Company 210 S White Street P. O. Box 610 Lancaster, SC 29720 800-635-4252	Dependable Care III (Tax-Qualified) 82000 1/01 KY	Individual	16 to 84	None	Included	0, 30, 90, or 180 days	\$50 to \$400 per day	2, 3, 4 years or lifetime	Optional	Included	Optional	Optional	A Other	Yes	\$60/Day	\$127	\$331	\$1,152
															\$80/Day	\$169	\$441	\$1,536
															\$100/Day	\$211	\$552	\$1,921
															(1 person, 2 year benefit - 30 day elimination period)			
	Dependable Care III (Non-Qualified) 82120 9/01 KY	Individual	16 to 84	None	Included	0, 30, 90, or 180 days	\$50 to \$400 per day	2, 3, 4 years or lifetime	Optional	Included	Optional	Optional	A Other	No	\$60/Day	\$133	\$348	\$1,210
															\$80/Day	\$177	\$463	\$1,613
															\$100/Day	\$222	\$579	\$2,017
															(1 person, 2 year benefit - 30 day elimination period)			
Life Investors Insurance Company of America P. O. Box 93007 Hurst, TX 76053 800-325-5823	NEA MemberCare GP001(KY) 796/GC001(KY)796	Group	18 to 99+	None	Included	0, 20, 60, or 100 days	\$25 to \$300 per \$5 increments	1, 2, 3, 4 years or lifetime	Included	Included	Included	Not Avaialble	A & C Other	Yes	\$60/Day	\$96	\$294	\$750
															\$80/Day	\$128	\$392	\$1,000
															\$100/Day	\$160	\$490	\$1,250
															(1 person, 2 year benefit - 20 day elimination period)			
	GoldenCare Select GC PRO-III TQ 197	Individual	18 to 99	None	Included	0, 20, 60, 90 or 180 days	\$40 to \$300 per \$10 increments	2, 4, years or lifetime	Included	Included	Optional	Optional	A Other	Yes	\$60/Day	\$189	\$500	\$1,459
															\$80/Day	\$252	\$666	\$1,945
															\$100/Day	\$315	\$833	\$2,431
															(1 person, 2 year benefit - 20 day elimination period)			
	Future Care 2000 Plus LI-LTCP TW(KY) 898	Individual	18 to 99	None	Included	0, 20, 60, or 100 days	\$40 to \$300 per \$10 increments	1, 2, 3, 4, 5, 6 years or lifetime	Included	Included	Included	Not Avaialble	A & C Other	Yes	\$60/Day	\$204	\$516	\$1,350
															\$80/Day	\$272	\$688	\$1,800
															\$100/Day	\$340	\$860	\$2,250
															(1 person, 2 year benefit - 20 day elimination period)			
Lincoln Benefit Life Company P. O. Box 4243 Woodland Hills, CA 91365 888-503-8110	SeniorLinc II LB-6301-P(Q)	Individual	40 to 84	None	Included	0, 30, or 90 days	\$40 to \$250 per day	3, 5 years or lifetime	None	None	None	Optional	A Other	Yes	\$60/Day	\$166	\$388	\$1,081
															\$80/Day	\$221	\$517	\$1,441
															\$100/Day	\$277	\$647	\$1,802
															(1 person, 3 year benefit - 30 day elimination period)			
	SecureLinc III LB-6302-P(Q)	Individual	40 to 84	None	Included	0, 30, or 90 days	\$40 to \$250 per day	3, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$249	\$582	\$1,622
															\$80/Day	\$333	\$776	\$2,162
															\$100/Day	\$416	\$970	\$2,703
															(1 person, 3 year benefit - 30 day elimination period)			

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART																		
Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Lincoln Benefit Life Company (continued)	SeniorLinc I LB6303-P(Q)	Individual	40 to 84	None	Optional	0, 30, or 90 days	None (Home health only)	3, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$118 \$157 \$196	\$275 \$367 \$458	\$766 \$1,021 \$1,276
Massachusetts Mutual Life Insurance Company P. O. Box 4243 Woodland Hills, CA 91365 888-505-8952	Signature Care MM-200-P	Individual	40 to 84	None	Included	0, 30, or 90 days	\$20 to \$300 per day	3, 6 years or lifetime	Optional	Optional	Included	Optional	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$198 \$264 \$330	\$396 \$528 \$660	\$1,148 \$1,531 \$1,914
Medico Life Insurance Company 1515 South 75th Street Omaha, NE 68124 800-228-6080	Versatile Care LT201TQ	Individual	18 to 89	None	Included	0, 30, or 90 days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Optional	Optional	Optional	Optional	A No other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 30 day elimination period)	\$156 \$208 \$260	\$348 \$464 \$580	\$1,008 \$1,324 \$1,680
Metropolitan Life Insurance Company 57 Greens Farms Rd West Port, CT 06880 888-799-0902	Met Life Individual Long-Term Care	Individual	40 to 84	None	Included	0, 20, 45, 100 or 180 days	\$50 to \$300 per day	2, 3, 4, 5, 10 years or lifetime	Not Available	Not Available	Not Available	Not Available	A, B & C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$174 \$232 \$290	\$366 \$488 \$680	\$954 \$1,272 \$1,590
	Comprehensive 1LTC97	Individual	40 to 84	None	Included	20, 45, 100 or 180 days	\$50 to \$300 per day	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A, B & C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$246 \$328 \$410	\$474 \$632 \$790	\$1,308 \$1,744 \$2,180
Monumental Life Insurance Company 2705 Brown Trail #500 Bedford, TX 76021 800-338-0257	Flexible Benefit Plus FTQ	Individual	18 to 89	None	Included	0, 20, 60, or 90 days	\$40 to \$200 per policy	1, 2, 3, 4, 5 years or lifetime	Included	Included	Not Available	Not Available	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, \$50,000 lifetime benefit - 20 day elimination period)	\$212 \$228 \$239	\$539 \$586 \$608	\$1,490 \$1,615 \$1,683
	Monumental LTC Plus LTC5TQ (KY) 1096	Individual	18 to 89	None	Included	0, 20, 60, or 90 days	\$40 to \$200 per \$10 units per day	2, 3, 4 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$261 \$343 \$425	\$651 \$863 \$1,075	\$1,773 \$2,359 \$2,945
	Monumental Advantage Enhanced ML-LTCP TQ (KY) 898	Individual	18 to 99	None	Included	0, 20, 60, or 100 days	\$40 to \$300 per \$10 units per day	1, 2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A & C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$204 \$272 \$340	\$516 \$688 \$860	\$1,350 \$1,800 \$2,250

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Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Mutual of Omaha Insurance Company Mutual of Omaha Plaza Omaha, NE 68175 800-775-6000	Home Health Care Insurance HCA	Individual	18 to 84	6 months	Optional	20 days	\$40 to \$250 per day (Confined care benefits available by option rider)	1, 2, 3, 5 years or lifetime	Included	Included	Included	Optional	A Other	No	\$60/Day	\$144	\$303	\$763
															\$80/Day	\$192	\$404	\$1,017
															\$100/Day	\$240	\$505	\$1,271
	(1 person, 2 year benefit - 20 day elimination period)																	
	Long-Term Care Insurance NHA	Individual	18 to 84	6 months	Included	0, 20, 90, 180, or 365 days	\$40 to \$250 per day	1, 2, 3, 5 years or lifetime	Optional	Optional	Optional	Optional	A Other	No	\$60/Day	\$120	\$301	\$869
															\$80/Day	\$161	\$402	\$1,159
															\$100/Day	\$201	\$502	\$1,449
	(1 person, 2 year benefit - 20 day elimination period)																	
	Long-Term Care Insurance Designed for Married Couples LTA	Individual	18 to 84	6 months	Included	0, 20, 90, 180, or 365 days	\$40 to \$250 per day	1, 2, 3, 5 years or lifetime	Optional	Included	Optional	Optional	A Other	No	\$60/Day	\$127	\$308	\$854
\$80/Day															\$169	\$411	\$1,138	
\$100/Day															\$211	\$514	\$1,423	
(1 person, 2 year benefit - 20 day elimination period)																		
Mutual Protective Insurance Company 1515 South 75th Street Omaha, NE 68124 800-228-6080	Versatile Care LT201	Individual	18 to 89	None	Included	0, 30, 90, days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Optional	Optional	Optional	Optional	A No other	No	\$60/Day	\$174	\$384	\$1,116
															\$80/Day	\$232	\$512	\$1,488
															\$100/Day	\$290	\$640	\$1,860
	(1 person, 2 year benefit - 30 day elimination period)																	
	Versatile Care LT201TQ	Individual	18 to 89	None	Included	0, 30, 90, days	\$40 to \$300 per day	2, 3, 4, 5 years or lifetime	Optional	Optional	Optional	Optional	A No other	No	\$60/Day	\$156	\$348	\$1,008
\$80/Day															\$208	\$464	\$1,324	
(1 person, 2 year benefit - 30 day elimination period)																		
National States Insurance Company 1830 Craig Park Ct. Suite 10 St. Louis, MO 63146 800-868-6788	Preferred Assisted Living PAL-1	Individual	40 to 89	6 months	Included	0, 20, 100 or 180 days	\$20 to \$200 per day	1, 2, 3, 4 or 5 years	Optional	Included	Included	Optional	A No other	No	\$60/Day	\$132	\$277	\$819
															\$80/Day	\$176	\$370	\$1,092
															\$100/Day	\$221	\$462	\$1,365
	(1 person, 2 year benefit - 20 day elimination period)																	
	Long-Term Care Policy QLT-1	Individual	40 to 89	6 months	Included	0, 20, 100 or 180 days	\$20 to \$200 per day	1, 2, 3, 4 or 5 years	Optional	Included	Included	Not Available	A No other	Yes	\$60/Day	\$156	\$324	\$924
\$80/Day															\$208	\$432	\$1,232	
(1 person, 2 year benefit - 20 day elimination period)																		

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART									2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART									
Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
New York Life Insurance Company 7301 N. Capital of Texas Highway Suite C-100 Austin, TX 78731-4582 800-224-4582	LTC Select ILTC-4300(KY)(0197)	Individual	18 to 85	None	Included	20, 90, or 180 days	\$50 to \$300 per day	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A & C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$225 \$300 \$375	\$473 \$631 \$789	\$1,267 \$1,690 \$2,112
	LTC Select INH-4300(IKY)(0197)	Individual	18 to 85	None	Included	20, 90, or 180 days	\$50 to \$300 per day	2, 3, 4, 5 years or lifetime	Not Available	Not Available	Included	Not Available	A & C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 20 day elimination period)	\$178 \$237 \$297	\$371 \$495 \$618	\$972 \$1,296 \$1,620
Northwestern Long Term Care Insurance Company 720 East Wisconsin Ave Milwaukee, WI 53202 877-582-6582	Quiet Care RS.LTC.(1101)	Individual	18 to 79	None	Included	45, 90, or 180 days	\$50 to \$250 per day	3, 6 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 46 day elimination period) 100% Home Health Care	\$412 \$550 \$687	\$763 \$1,018 \$1,272	\$2,059 \$2,745 \$3,431
Peoples Benefit Life Insurance Company 2705 Brown Trail Bedford, TX 76021 800-698-7851	Peoples Choice P-0001(KY) 4/98	Individual	18 to 99	None	Included	\$5,000; \$10,000; \$20,000;	\$50 to \$300 per day	\$100,000; \$150,000; \$250,000; \$350,000; \$500,000; or lifetime	Included	Included	Included	Included	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, \$100,000 pool of dollars - \$5,000 deductible)	\$216 \$327 \$397	\$509 \$769 \$935	\$1,424 \$2,150 \$2,613
Physicians Mutual Insurance Company 2600 Dodge St. Omaha, NE 68131 402-633-1000	Vista Care P103KY	Individual	18 to 84	None	Included	0, 30, 60, 90, 180 or 365 days	\$1,500 to \$9,000 per month	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A Other	No	\$1,800 Mo \$1,400 Mo \$3,000 Mo (1 person, 2 year benefit - 30 day elimination period)	\$285 \$370 \$456	\$584 \$761 \$938	\$1,673 \$2,180 \$2,688
	Vista Care P104KY	Individual	18 to 84	None	Included	0, 30, 60, 90, 180 or 365 days	\$1,500 to \$9,000 per month	2, 3, 4, 5 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$1,800 Mo \$1,400 Mo \$3,000 Mo (1 person, 2 year benefit - 30 day elimination period)	\$270 \$351 \$433	\$556 \$725 \$893	\$1,593 \$2,076 \$2,560
	Vista Home Care P105KY	Individual	18 to 84	None	Not Available	0, 15, 30, 60, 90, 180 or 365 days	\$900 to \$4,500 per month Home care	1, 2, 3, 4, 5 years	Included	Included	Included	Not Available	A Other	Yes	\$1,800 Mo \$1,400 Mo \$3,000 Mo (1 person, 2 year benefit - 30 day elimination period)	\$126 \$186 \$246	\$243 \$359 \$475	\$697 \$1,029 \$1,362

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Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Prudential Financial 751 Broad Street Newark, NJ 07102 800-732-0416	Prudential Long-Term Care Insurance GRP 98177 (Compound Inflation)	Individual	18 to *84 *with restrictions	None	Included	0, 30, 60, or 100 days	\$50 to \$350 per day	3, 4, 5 years or lifetime	Included	Included	Included	Optional (Shortened Benefit Period)	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$572 \$762 \$953	\$1,003 \$1,337 \$1,671	\$2,443 \$3,257 \$4,071
	Prudential Long-Term Care Insurance GRP 98178 (Periodic Inflation)	Individual	18 to *84 *with restrictions	None	Included	0, 30, 60, or 100 days	\$50 to \$350 per day	3, 4, 5 years or lifetime	Included	Included	Included	Optional (Shortened Benefit Period)	C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$293 \$391 \$489	\$562 \$750 \$937	\$1,647 \$2,196 \$2,746
	Prudential Long-Term Care Insurance GRP 98176	Individual	18 to *84 *with restrictions	None	Included	0, 30, 60, or 100 days	\$50 to \$350 per day	3, 4, 5 years or lifetime	Included	Included	Included	Optional (Shortened Benefit Period)	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$472 \$629 \$186	\$874 \$1,166 \$1,457	\$1,647 \$2,196 \$2,746
	LTC By Design GRP 112202	Individual	18 to *84 *with restrictions	None	Included	30, 60, 90, or 180 days	\$50 to \$500 per day	2, 3, 4, 5 years or lifetime	Included	Included	Included	Optional (Shortened Benefit Period)	A, C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 30 day elimination period)	\$361 \$482 \$602	\$649 \$865 \$1,082	\$1,748 \$2,331 \$2,914
	Group Long-Term Care Insurance 83500 GR	Group	18 to 85	Up to 6 months	Included	0, 30, 60, or 90 days	\$50 to \$350 per day	3, 4, 5, or 10 years	Included	Included	Included	Optional	C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 60 day elimination period)	\$214 \$285 \$357	\$464 \$619 \$774	\$1,283 \$1,711 \$2,139
	Group Long-Term Care Insurance 83500	Group	18 to 85	Up to 6 months	Included	0, 30, 60, 90, 180, or 365 days	\$50 to \$500 per day	2, 3, 4, 5, 10 years or lifetime	Included	Included	Included	Optional	A, C Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 3 year benefit - 60 day elimination period)	\$222 \$296 \$371	\$490 \$653 \$816	\$1,239 \$1,652 \$2,065
	Comprehensive Long Term Care C77KY	Individual	40 to 84	None	Included	0, 90, or 180 days	\$40 to \$250 per day	2, 4 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 0 day elimination period)	\$242 \$323 \$404	\$448 \$598 \$747	\$908 \$1,294 \$1,618
Long Term Care C78KY	Individual	40 to 84	None	Included	0, 90, or 180 days	\$40 to \$250 per day	2, 4 years or lifetime	Not Available	Not Available	Not Available	Not Available	A Other	Yes	\$60/Day \$80/Day \$100/Day (1 person, 2 year benefit - 0 day elimination period)	\$195 \$260 \$324	\$329 \$438 \$548	\$712 \$949 \$1,186	

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART																		
2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART																		
Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Southern Farm Bureau Life Insurance Company P. O. Box 78 Jackson, MS 39205 601-981-7422	Qualified Nursing Facility Only 3035Q	Individual	40 to 80	6 months	Included	30, 90, or 180 days	\$60 to \$200 per day	Lifetime	Not Available	Not Available	Not Available	Not Available	A No other	Yes	\$60/Day	\$210	\$498	\$1,518
															\$80/Day	\$280	\$664	\$2,024
															\$100/Day	\$350	\$830	\$2,530
															(1 person, 4.11 year benefit - 30 day elimination period)			
	Qualified Long-Term Care Insurance 3034Q	Individual	40 to 80	6 months	Included	30, 90, or 180 days	\$60 to \$200 per day	Lifetime	Included	Included	Included	Not Available	A No other	Yes	\$60/Day	\$360	\$882	\$2,592
															\$80/Day	\$480	\$1,176	\$3,456
															\$100/Day	\$600	\$1,470	\$4,320
															(1 person, 4.11 year benefit - 30 day elimination period)			
State Farm Mutual Automobile Insurance Co. One State Farm Plaza Bloomington, IL 61710 309-735-8480	Long Term Care Insurance 97058	Individual	18 to 84	6 months	Included	30, 90, or 180 days	\$75 to \$400 per day	2, 3, 5, 10 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$75/Day	\$289	\$569	\$1,628
															\$100/Day	\$385	\$758	\$2,171
															\$125/Day	\$481	\$948	\$2,714
															(1 person, 2 year benefit - 30 day elimination period)			
State Life Insurance Company (The) P. O. Box 4243 Woodland Hills, CA 91365 888-505-8101	Lifestyle 2000 S-6000-P	Individual	40 to 84	6 months	Included	0, 30, or 90 days	\$20 to \$250 per day	3, 5 years or lifetime	Optional	Optional	Included	Optional	A Other	Yes	\$60/Day	\$151	\$366	\$990
															\$80/Day	\$201	\$488	\$1,320
															\$100/Day	\$251	\$610	\$1,651
															(1 person, 3 year benefit - 30 day elimination period)			
Teachers Insurance and Annuity Association 730 Third Avenue New York, NY 10017 312-490-9000	Teachers Select Care LTC03	Individual	18 to 84	None	Included	30, 90, or 365 days	\$40 to \$300 per day	3, 5, 7 years or lifetime	Included	Included	Included	Not Available	A Other	Yes	\$60/Day	282	582	1464
															\$80/Day	376	776	1952
															\$100/Day	470	970	2440
															(1 person, 3 year benefit - 30 day elimination period)			
Transamerica Occidental Life Insurance Company 2705 Brown Trail Bedford, TX 76021-4177 800-690-2758	TRANSCARE TQ LTC-124-197-KY integrated 100%	Individual	18 to 90	None	Included	0, 30, 60, 90, or 180 days	\$50 to \$300 per day	1, 2, 3, 4, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$254	\$470	\$1,188
															\$80/Day	\$339	\$626	\$1,584
															\$100/Day	\$424	\$783	\$1,980
															(1 person, 2 year benefit - 30 day elimination period)			
	TRANSCARE LTC 124-197-KY integrated 50%	Individual	18 to 90	None	Included	0, 30, 60, 90, or 180 days	\$50 to \$300 per day	1, 2, 3, 4, 5 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$227	\$419	\$1,053
															\$80/Day	\$294	\$559	\$1,403
															\$100/Day	\$368	\$699	\$1,754
															(1 person, 2 year benefit - 30 day elimination period)			

2003 - 2004 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Insurable Ages	Pre-Existing Waiting Period	Assisted Living Benefits	Elimination Periods Available	Nursing Home Benefits Available	Length of Full Benefits Available	Other Benefits Available						Annual Premium			
									Home Health	Adult Daycare	Respite Care	Return of Premium	Inflation Options	Tax Qualified	Age	55	65	75
Transamerica Occidental Life Insurance Company (continued)	TRANS-GENERATIONS LTC-304-198-KY integrated 100%	Individual	18 to 100	None	Included	0, 15, 30, 60, 90, 100, or 180 days	\$50 to \$450 per day	2, 3, 4, 5, 6, 10 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$281	\$512	\$1,320
															\$80/Day	\$374	\$683	\$1,760
															\$100/Day	\$468	\$854	\$2,200
	(1 person, 2 year benefit - 30 day elimination period)																	
	TRANS-GENERATIONS LTC-304-198-KY integrated 50%	Individual	18 to 100	None	Included	0, 15, 30, 60, 90, 100, or 180 days	\$50 to \$450 per day	2, 3, 4, 5, 6, 10 years or lifetime	Included	Included	Included	Optional	A Other	Yes	\$60/Day	\$253	\$456	\$1,165
															\$80/Day	\$337	\$608	\$1,554
															\$100/Day	\$421	\$761	\$1,942
	(1 person, 2 year benefit - 30 day elimination period)																	
United American Insurance Company P. O. Box 8080 McKinney, TX 75070 972-529-5085	LTC Classic LTCIN	Individual	40 TO 84	None	Not Available	0, 30, 100, 180 days	\$30 to \$200 per day	1, 2, 4, years or lifetime	Not Available	Not Available	Not Available	Not Available	A No other	No	\$60/Day	\$119	\$290	\$895
															\$80/Day	\$159	\$386	\$1,194
															\$100/Day	\$199	\$483	\$1,492
	(1 person, 2 year benefit - 30 day elimination period)																	
	LTC GOLD SERIES LTCBOM	Individual	40 TO 84	None	Optional	0, 30, 100, 180 days	\$30 to \$200 per day	1, 2, 4, years or lifetime	Optional	Optional	Optional	Not Available	A No other	Yes	\$60/Day	\$119	\$290	\$895
															\$80/Day	\$159	\$386	\$1,194
															\$100/Day	\$199	\$483	\$1,492
	(1 person, 2 year benefit - 30 day elimination period)																	
Unum Provident One Fountain Square Chattanooga, TN 37402 207-575-2211	Long Term Care LTC94	Individual	18 to 80	N/A	Included	30, 60, 90, 120, 270, 360 days	\$1,000 to \$6,000 per \$100	2, 3, 4, 5 years or lifetime	Optional	Optional	Included	Optional	A Other	Yes	\$30/Day	\$72	\$207	\$619
															\$60/Day	\$144	\$415	\$1,238
															\$100/Day	\$216	\$622	\$1,858
	(1 person, 3 year benefit - 90 day elimination period) No home care, no inflation																	
	Long Term Care GLTC95	Group	18 to 80	6 months	Included	30, 60, 90, 120, 180 days	\$1,000 to \$6,000 per \$100	2, 3, 4, 5, 6 years or lifetime	Optional	Optional	Included	Optional	A Other	Yes	\$30/Day	\$64	\$199	\$602
															\$60/Day	\$128	\$379	\$1,198
															\$100/Day	\$201	\$584	\$1,820
	(1 person, 3 year benefit - 90 day elimination period) No home care, no inflation																	

Companies that have other benefits and/or discounts available

A F & L INSURANCE COMPANY

Husband and wife spousal discount: If the spouses are insured on the same type of policy (applied at the same time), a 10% discount is applied to the insured with the lower premium.

Shortened benefit Rider (LTC-SB): provides the right to maintain a portion of the benefit period in the event the policy lapses after being in force for at least three (3) years.

Exclusion Rider – Subject to definitions, limitations, and provisions of the policy.

A 15% spousal discount is applied to both spouses if issued at the same time.

LTC-SB – Non-forfeiture Rider – provides shortened benefit period for policies that surrender after completion of the 3rd policy year. Reduces the lifetime maximum to an equal sum amount to the sum of premiums collected prior.

AFL-SBR – Survivor Waiver Benefit – when both spouses pay premiums for at least 10 years and one spouse dies, the survivor's policy will be waived and paid up.

SUR-97 Surgical Plan – benefit limits of \$500, \$1,000, \$1,500 or \$3,000. a benefit is paid when a covered person requires surgery either in the hospital or outpatient basis.

EC-97 Extended Care Benefit – pays a benefit for an extended care/skilled nursing facility confinement from the 21st through the 100th day, and \$40 a day from the 101st day through the 365th day.

AID ASSOCIATION FOR LUTHERANS/LUTHERAN BROTHERHOOD

Spousal discount – 20%

Spousal discount – 10%

Preferred class discount – 10%

Caregiver training benefits; Hospice benefits; Bed reservation; Future purchase options;

Claim increase rider

ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA

Preferred and underwriting discount – 25%

Joint discount – 15%

Endorsed group discount – 7%

Optional riders:

Monthly indemnity benefit, Weekly home care, Limited pay option, Accelerated premium option, Joint shared care, Joint waiver of premium, Joint survivorship, Death benefit rider, Shortened benefit period rider

AMERICAN FAMILY LIFE ASSURANCE COMPANY (AFLAC)

Contingent benefit upon lapse; First-occurrence benefit; Waiver of premium benefit;

Nursing home daily benefit; Assisted-living daily benefit

BANKERS LIFE AND CASUALTY COMPANY

Ambulance services; bed reservation; respite care; adult day care; hospice care; caregiver training; emergency response system;

Additional riders available

206A Non-forfeiture benefit
226A Survivor maximum benefit increase
226G Paid-up survivorship
228R Return of premium
1999 Spousal Discount

CATHOLIC ORDER OF FORESTERS

Discounts:

Spouse – 15%

Preferred – 10%

Clergy – 5%

Association – 10%

Also Home Health Care increase, simple and compared inflation, non-forfeiture, return of premium, restoration of benefits, spousal shared, survivor spouse paid up, and spouse WP rider.

COMBINED INSURANCE COMPANY OF AMERICA

20% discount to both spouses when both are insured

100% home care benefit; Respite care; Hospice care; Emergency response system;

Assisted living; Bed reservation

CONTINENTAL CASUALTY COMPANY

20% married discount

Shared Advantage Rider gives each spouse the ability to purchase additional coverage to share between themselves.

Survivorship Rider provides a permanent Waiver of Premium in the event either spouse passes away.

Dual Waiver of Premium provides a waiver of premium for both spouses if one required qualified care.

Restoration of Benefits will restore policy benefits back to the full Maximum Lifetime Benefit in effect before a claim.

75% and 100% Home Health Care Options available with Preferred Solution 1 and Preferred Solution 2 only.

CONTINENTAL GENERAL INSURANCE COMPANY

Hospice care, Personal caregiver services, Personal caregiver training, Meals on Wheels, Home modifications, Therapeutic device, Medical alert system, Bed reservation, Prescription drug, Ambulance, Waiver of premium, Restoration of benefits

CUNA MUTUAL LIFE INSURANCE COMPANY

5% simple increase for 20 years

5% compound increase for 20 years

5% simple increase for duration of coverage

EQUITABLE LIFE AND CASUALTY INSURANCE COMPANY

These special features are included in our EquiCare 2002:

Alternate care; Care planner; Bed reservation; Extended reinstatement; Full restoration of benefits; Waiver of premium once benefits are payable after 90 days

Optional HomeCare coverage automatically includes:

Care by family members; Respite benefits; Caregiver training; Look back coverage

Other Optional Features include:

Shortened Benefit Period and Return of Premium (under a non-tax-qualified plan) non-forfeiture options. In addition to Automatic inflation previously described, we offer Flexible and Periodic inflation options. Joint applicants can receive either a no cost Paid-up Survivor benefit or choose a 10% premium discount.

Preferred rates are also available to health applicants.

GE CAPITAL ASSURANCE

Spouse/couples discount: 25%

Preferred Health discount: 10%

We have a 0-day elimination period for Home Care benefits in the base policy.

We also offer a shared plan.

GREAT AMERICAN LIFE INSURANCE COMPANY

Spousal discount; Hospice benefits; One-time elimination period; Waiver of premium; Bed reservation benefit; Medical equipment benefit; Immediate home care benefit

GUARANTEE TRUST LIFE INSURANCE COMPANY

Additional benefits included in basic policy:

Bed reservation; Hospice care; Caregiver training; Equipment purchase; Restoration of benefits; Waiver of premium

This policy form includes enhanced home health care benefits when the company's care coordination program is used. With this feature, the maximum daily benefit amount payable is increased by 25% and any elimination period reduced to 0 days. A 10% spousal discount is also available.

Additional optional benefits:

5% simple interest inflation protection; Non-forfeiture benefit; 5 or 10 year paid-up survivorship; Ten-year premium payment option

IDS LIFE INSURANCE COMPANY

Optional home care benefits; Equipment purchases; Caregiver training; Alternate plan of care; Case management services

JOHN HANCOCK LIFE INSURANCE COMPANY

Partners discount: 10% if applicant is married or part of a couple; 20% if both apply at same time and are eligible.

Family discount: granted if 3 or more family members own a John Hancock long-term care insurance policy; 5%

Sponsored group discount offered: 5% (or if employer-paid, 10%). Cannot be combined with Family discount.

Core benefits:

Respite care; Bedhold benefit; Care advisory services; Stay-at-home benefit; Waiver of premium; International coverage; Upgrade privilege; Contingent non-forfeiture (if traditional rejected)

Optional riders:

SharedCare; Survivorship waiver; Partner Home Care; Waiver of Home Care Elimination Period; Restoration of Benefits; Additional Cash Benefit; Non-forfeiture; FamilyCare

Marital discount: granted even if both spouses do not apply: 10%

Family discount: granted if 3 or more family members own a John Hancock long-term care insurance policy; 5%

Sponsored group discount offered: 10% (cannot be combined with Family Discount).

Core Benefits: International coverage, 21-day Bedhold benefit, Advantage List, Incidental Homemaker Services, Respite Care, Upgrade privilege, Care Advisory Services, Limited Payment options.

Optional riders: SharedCare, Non-forfeiture, Restoration of Benefits, Spousal Survivorship and Waiver of Premium, FlexFund, Enhanced Elimination Period, Weekly Home Health Care, Dependent Spouse Home care.

KANAWHA INSURANCE COMPANY

Spouse discount – 10%

Association/workforce – 5% or 10%

LIFE INVESTORS INSURANCE COMPANY OF AMERICA

Spouse discount – 10%

Group discount – 5% or 10%

Additional premium required

Survivorship – waiver of premium benefit, Bed reservation benefit, Ambulance benefit, Offsetting elimination period benefit, non-forfeiture – shortened benefit period

LINCOLN BENEFIT LIFE COMPANY

Joint coverage discount of up to 50%; Endorsed Group Discount; Non-forfeiture options providing Shortened Benefit Period or Full Non-forfeiture with Return of Premium feature. Indemnity Benefit, Waiver of Premium for Home Health Care and Caregiver Benefit also available.

Non-qualified policies are also available at the same cost.

MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY

Joint coverage discount of up to 50%; Endorsed Group Discount; Non-forfeiture options providing Shortened Benefit Period or Full Non-forfeiture with Return of Premium feature. Indemnity Benefit, Waiver of Premium for Home Health Care and Caregiver Indemnity Benefit also available.

MEDICO LIFE INSURANCE COMPANY

Policy has restoration of benefits, bed reservation benefit, survivorship benefit, husband and wife discount, waive of premium, caregiver training.

METROPOLITAN LIFE INSURANCE COMPANY

Spousal discounts, additional discount for preferred rating, up to 25% discount.
Transition expense allowance – 15 times DBA amount/lifetime.
Initial care advisory service – FREE or up to \$250/lifetime.
Informal caregiver training
Chore services and specialized transportation

MONUMENTAL LIFE INSURANCE COMPANY

Couples receive a 10% discount from preferred rates
Guaranteed Purchase Option (if inflation options are declined)
Couples automatically qualify for the 10% and preferred rates if insurable.
Couples benefits that include survivorship and dual premium waiver
Prescription drug benefit
Bed restoration benefit
Guaranteed purchase option (if inflation options are declined)
Couples are automatically preferred risks if insurable.

MUTUAL OF OMAHA INSURANCE COMPANY

Optional riders: Confined care rider; Return of premium rider; Compound inflation protection rider; Shortened benefit period non-forfeiture rider; Tax-qualified amendment rider; Spouse premium reduction rider; Association marketing premium adjustment rider

MUTUAL PROTECTIVE INSURANCE COMPANY

Policy has restoration of benefits, bed reservation benefit, survivorship benefit, husband and wife discount, waive of premium, caregiver training.

NATIONAL STATES INSURANCE COMPANY

No discounts available

NEW YORK LIFE INSURANCE COMPANY

Bedhold benefit; Durable medical equipment; Hospice care; Informal care; Non-forfeiture benefit; Informal caregiver training; Spousal discount; Waiting period/waiver of premium enhancement rider

NORTHWESTERN LONG-TERM CARE INSURANCE COMPANY

Automatic benefit increase – level premium; automatic annual indexing of benefits
Automatic additional purchase benefit – option to purchase additional coverage without underwriting, at attained age rates each year.

Paid-up non-forfeiture benefit – provides smaller amount of paid-up coverage if premiums stop after 3 years.

Survivorship benefit – provides paid-up policy at later of death of insured's spouse or 7 years from issue.

Spousal discount – 15% discount when two spouses eligible for coverage.

Multi-life discount – 5% discount applied to policies issued to employer or association groups

Eligible for annual dividends.

Policy includes caregiver training, respite care, bed reservation benefit, and waiver of premium.

PEOPLES BENEFIT LIFE INSURANCE COMPANY

Peoples choice pays for all forms of LTC care and services. The policy covers both formal and informal caregivers and does not require that the caregiver be licensed or certified. The only restriction to care is that the policy will not pay for care or services provided by a family member.

PHYSICIAN'S MUTUAL INSURANCE COMPANY

Spouse discount – 20%; Home modification benefit; Informal caregiver training benefit; Care coordination advisor benefit; Restoration of benefits.

PRUDENTIAL FINANCIAL

Two other policy forms. Policy Form GRP 98176 has simple inflation. Policy Form GRP 98178 has periodic inflation. A spousal discount is available. Married but only one spouse is insured gets a 10% discount. If both spouses are insured, the discount for both is 20%. A select health discount is available for those who can meet more stringent underwriting standards. The select health discount is 15%. Three benefit riders are offered. The non-forfeiture provides for a shortened benefit period in the event the policy lapses for non-payment of premium after 3 years. The cash benefit rider provides a monthly indemnity benefit in lieu of the HCBC reimbursement. The monthly benefit rider provides benefits for HCBC on a monthly basis, instead of a daily benefit.

PYRAMID LIFE INSURANCE COMPANY (THE)

50% Spousal Discount on lesser premium; Hospice care; Restoration of Benefits; Survivorship benefit; Ambulance; Bed reservation; Care advisor benefits; Emergency medical alert; Informal caregiver training; Waiver of premium; Optional non-forfeiture benefit rider; Optional synchronized inflation protection rider.

SOUTHERN FARM BUREAU LIFE INSURANCE COMPANY

15% Spousal discount

15% Non-tobacco discount

STATE FARM MUTUAL AUTOMOBILE INSURANCE COMPANY

Spousal discount

Preferred/Standard rates

STATE LIFE INSURANCE COMPANY (THE)

Joint coverage discount of up to 50%. Endorsed group discount; Non-forfeiture options providing Shortened Benefit Period or Full Non-forfeiture with Return of Premium feature. Indemnity benefit, Waiver of Premium for Home Health care and Caregiver Benefit also available.

TEACHERS INSURANCE AND ANNUITY ASSOCIATION

Bed reservations, caregiver training; care management; emergency response system; durable medical equipment; hospice services; 10% premium discounts for spouses; automatic waiver of premium.

TRANSAMERICA OXIDENTAL LIFE INSURANCE COMPANY

Discounts: Preferred 10%; Spousal 10%; Family 5%;

Home care benefits: 50% of selected facility amount

Benefits: Care coordination; Waiver of premium: waives premiums once benefits are being received (30 day wait for 0-day EP); Bed reservation; Home modification; Medical alert system; Therapeutic device; Caregiver training; Home care benefit paid on monthly, not daily basis.

UNITED AMERICAN INSURANCE COMPANY

Spousal discount (up to 30%); Restoration of benefits; Bed reservation benefit; Waiver of premium; Optional non-forfeiture benefit.

UNUM PROVIDENT

Spousal discount; Preferred health; Multi-life discount; Informal home care; Indemnity model; Return of premium; ER funded discount 15%; Industry discounts up to 15%;

WHERE TO GET MORE INFORMATION ON LONG-TERM CARE AND LONG-TERM CARE INSURANCE

Kentucky's Benefit Counseling Program

The Kentucky Benefits Counseling Program is a statewide one-on-one counseling service for adults, age 60 and older. Counseling includes information about public and private benefits, action to secure benefits or appeal denials, help in understanding health insurance options, help in organizing Medicare paperwork and advocacy on behalf of the client. Counselors are trained volunteers who donate their time to assist older adults through the red tape of public and private benefits. Counseling is done locally.

To schedule an appointment with a benefits specialist, phone the agency on aging in your area, your local senior citizens center, or the Kentucky Division of Aging Services at (502) 564-6930.

Kentucky Association of HealthCare Facilities

9403 Mill Brook Road
Louisville, KY 40223
(502) 425-5000

Web site: <http://www.kahcf.org/>

Kentucky Department of Insurance

215 West Main Street
P. O. Box 517
Frankfort, KY 40602-0517
(502) 564-3630

Toll free (800) 595-6053

TTY (for deaf/hard-of-hearing) (800) 462-2081

Department of Insurance Web site: <http://www.doi.state.ky.us/>

Office of Long-Term Care Ombudsman

Cabinet for Health Services/Division of Aging Services
275 East Main Street
Frankfort, KY 40621
(502) 564-6930

Long-term care toll free number: (800) 372-2991

SHIP Medicare information line: (877) 293-7447

Web site: <http://chs.state.ky.us/>

You will also find helpful information at:

- “ Your local public library. Ask the librarian about books, articles and other information on long-term care issues.
- “ Local senior citizen centers
- “ Local area agencies on aging
- “ The official U. S. government site for Medicare: <http://www.medicare.gov/>

LONG-TERM CARE INSURANCE POLICY CHECKLIST

Use this checklist to compare the policies you are considering. Use the “My Policy” column to list the benefits of a policy you may currently own, or to list benefits that you feel are important to look for in a new policy.

1. What is the waiting period for coverage of pre-existing conditions?

My Policy	Policy A	Policy B	Policy C

2. Is the policy guaranteed renewable or non-cancellable?

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3. What is the elimination or deductible period for:

Nursing Home Care

Home Health Care

Adult Day Care

Respite Care

4. Does the policy require a prior hospital stay before nursing home care is covered?

(In Kentucky, this is applicable only if the policy was issued before 1992)

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6. What other services are covered? Are they included in the policy or optional?

Nursing Home Care

Home Health Care

Adult Day Care

Respite Care

Other

7. How much does the policy pay for:

Nursing Home Care

Home Health Care

Adult Day Care

Respite Care

Other

8. What is the maximum period of coverage or maximum benefit amount?

Nursing Home Care

Home Health Care

Adult Day Care

Respite Care

My Policy	Policy A	Policy B	Policy C

9. What does the policy cost?

Basic Policy

Home Health Care Option

Inflation Option

Other Rider(s)

Spouse Discount (If Any)

Total

10. Is the policy tax qualified?

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11. What is the rating of the insurance company?

(See information at bottom of this page)

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12. What other features are included in the policy?

Waiver of premium

Nonforfeiture

Restoration of Benefits

Alternate Care Plan

Bed Reservation

The Kentucky Department of Insurance does not rate insurance companies or endorse the ratings of any private firm. However, the private firms listed below do compile financial ratings of insurance companies, and such ratings may prove helpful to you in determining which long-term care policy you buy. Some of these firms may charge you for the information you receive over their toll-free lines. Some of these firms publish books listing insurance company ratings that can be found at the local library.

A.M. Best, (908) 439-2200, Customer Service, <http://www3.ambest.com/ratings/info.asp>

Moody's Investors Service, (212) 553-0377, <http://www.moodys.com/insurance/index.shtml>

Standard & Poor, (212) 438-2400, Ratings Desk, <http://www.standardpoor.com/ratings/index.htm>

Fitch Investors Service, (202) 908-0500, <http://www.fitchratings.com>

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